# FINANCIAL STATEMENTS

**DECEMBER 31, 2006 AND 2005** 

# **DECEMBER 31, 2006 AND 2005**

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# BASS & LEMER LLP CERTIFIED PUBLIC ACCOUNTANTS

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SHELBY S GOLDGRAB, C P.A., C.M.A. GARY S ADLER, C.P.A.

To the Board of Directors The Marty Lyons Foundation, Inc. (A Non-Profit Corporation) 326 West 48th Street New York, NY 10036

# Independent Auditors' Report

We have audited the accompanying statements of financial position of The Marty Lyons Foundation, Inc. (a non-profit corporation), as of December 31, 2006 and 2005 and the related statements of activities, functional expenses and cash flows for the years then ended. These financial statements are the responsibility of The Marty Lyons Foundation, Inc.'s management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Marty Lyons Foundation, Inc. as of December 31, 2006 and 2005 and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The accompanying Schedule 1 is presented for the purpose of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Certified Public Accountants

West Hempstead, New York May 18, 2007

# STATEMENTS OF FINANCIAL POSITION

# **DECEMBER 31, 2006 AND 2005**

# ASSETS

|   | 2006       | 2005       |
|---|------------|------------|
| Current Assets:                               |            |            |
| Cash and Cash Equivalents                     | \$ 128,049 | \$ 523,223 |
| Prepaid Expenses                              | 8,000      | 19,248     |
| Total Current Assets                          | 136,049    | 542,471    |
| Furniture and Equipment:                      |            |            |
| Furniture and Equipment (Net of Depreciation) | 5,546      | 6,696      |
|   | ,          | ,          |
| Other Assets:                                 |            |            |
| Investments (at Market Value)                 | 243,263    | 77,002     |
| TOTAL ASSETS                                  | \$ 384,858 | \$ 626,169 |
|   |            |            |
| <u>LIABILITIES AND NET ASSETS</u>             |            |            |
| Current Liabilities:                          |            |            |
| Accounts Payable                              | \$ 58,748  | \$ 43,404  |
| Deferred Revenue                              | 15,500     | 3,600      |
| Total Current Liabilities                     | 74,248     | 47,004     |
| Total Net Assets - Unrestricted               | 310,610    | 579,165    |
| TOTAL LIABILITIES AND NET ASSETS              | \$ 384,858 | \$ 626,169 |

# STATEMENTS OF ACTIVITIES

# FOR THE YEARS ENDED DECEMBER 31, 2006 AND 2005

|   | 2006       | 2005       |
|---|------------|------------|
| Revenue and Other Support:                          |            |            |
| Fund Raising Events                                 | \$ 351,334 | \$ 424,679 |
| Celebrity Golf Classic                              | 305,176    | 331,555    |
| Unrestricted Contributions and Grants               | 303,481    | 334,214    |
| Interest and Dividend Income on Investments         | 14,735     | 8,571      |
| Realized and Unrealized Gains (Loss) on Investments | 2,870      | (963)      |
| Total Revenue and Other Support                     | 977,596    | 1,098,056  |
|   |            |            |
| Expenses:   |            |            |
| Specific Assistance to Individuals                  | 597,043    | 504,027    |
| Fund Raising Events Expenses                        | 333,097    | 298,283    |
| Payroll and Payroll Taxes                           | 143,095    | 129,942    |
| Public Relations and Fund Raising                   | 46,064     | 37,468     |
| Telephone   | 14,633     | 17,868     |
| Employee Health Insurance                           | 12,314     | 11,297     |
| Insurance   | 12,078     | 19,882     |
| Rent Expense  | 12,000     | 12,000     |
| Chapter and Board Meeting Expenses                  | 11,858     | 8,644      |
| Website and Computer Costs                          | 9,904      | 2,925      |
| Supplies  | 9,659      | 11,658     |
| Professional Fees                                   | 9,258      | 7,420      |
| Seminar Fees  | 6,320      | 5,486      |
| Administrative and Office Expenses                  | 6,111      | 1,044      |
| Stationery, Printing and Postage                    | 5,774      | 3,910      |
| Professional Dues, Registrations and Licenses       | 5,273      | 3,768      |
| Pension Plan Contribution                           | 3,812      | 3,714      |
| Credit Card Fees                                    | 2,800      | 2,650      |
| Bank Charges and Miscellaneous                      | 2,209      | 2,435      |
| Payroll Processing                                  | 1,699      | 1,485      |
| Depreciation Depreciation                           | 1,150      | 1,794      |
| Total Expenses                                      | 1,246,151  | 1,087,700  |
| Total Expenses                                      | 1,240,131  | 1,007,700  |
| (Decrease) Increase in Net Assets (Unrestricted)    | (268,555)  | 10,356     |
| Net Assets (Unrestricted) - Beginning of Year       | 579,165    | 568,809    |
| Net Assets (Unrestricted) - End of Year             | \$ 310,610 | \$ 579,165 |

# $\begin{array}{c} \textbf{THE MARTY LYONS FOUNDATION, INC.} \\ \textit{(A Non-Profit Corporation)} \end{array}$

# STATEMENTS OF FUNCTIONAL EXPENSES FOR THE YEARS ENDED DECEMBER 31, 2006 AND 2005

| 2006 Specific Assistance to Individuals | Program Services \$ 597,043 | Management and General | Fund Raising  -                         | Total \$ 597,043 |
|---|-----------------------------|------------------------|---|------------------|
| Fund Raising Events Expenses            | \$ 371,043                  | φ <b>-</b>             | •                                       |                  |
| Payroll and Payroll Taxes               | 142.005                     | -                      | 333,097                                 | 333,097          |
| Public Relations and Fund Raising       | 143,095                     | -                      | 46.064                                  | 143,095          |
|   | 10 170                      | 1 462                  | 46,064                                  | 46,064           |
| Telephone                               | 13,170                      | 1,463                  | -                                       | 14,633           |
| Employee Health Insurance               | 12,314                      | -                      | -                                       | 12,314           |
| Insurance                               | 12,078                      | <del>-</del>           | -                                       | 12,078           |
| Rent Expense                            | 9,000                       | 3,000                  | -                                       | 12,000           |
| Chapter and Board Meeting Expenses      | 10,672                      | 1,186                  | -                                       | 11,858           |
| Website and Computer Costs              | 7,428                       | 2,476                  | -                                       | 9,904            |
| Supplies                                | 8,693                       | 966                    | -                                       | 9,659            |
| Professional Fees                       | -                           | 9,258                  | -                                       | 9,258            |
| Seminar Fees                            | 4,740                       | 1,580                  | -                                       | 6,320            |
| Administrative and Office Expenses      | 5,500                       | 611                    | -                                       | 6,111            |
| Stationery, Printing and Postage        | 5,197                       | 577                    | _                                       | 5,774            |
| Registrations and Licenses              | 4,746                       | 527                    | _                                       | 5,273            |
| Pension Plan Contribution               | 3,812                       | -                      | _                                       | 3,812            |
| Credit Card Fees                        | 5,012                       | 2,800                  | _                                       | 2,800            |
| Bank Charges and Miscellaneous          | _                           | 2,209                  | _                                       | 2,209            |
| Payroll Processing                      | 1,699                       | 2,207                  | _                                       | 1,699            |
| Depreciation Depreciation               | 1,077                       | 1,150                  |   | 1,150            |
| Totals                                  | \$ 839,187                  | \$ 27,803              | \$ 379,161                              | \$1,246,151      |
| Totals                                  | \$ 637,167                  | \$ 27,803              | <u> </u>                                | \$1,240,131      |
| 2005                                    |                             |                        |   |                  |
| Specific Assistance to Individuals      | \$ 504,027                  | \$ -                   | \$ -                                    | \$ 504,027       |
| Fund Raising Events Expenses            | Ψ 304,027                   | Ψ -                    | 298,283                                 | 298,283          |
| Payroll and Payroll Taxes               | 129,942                     | _                      | 270,203                                 | 129,942          |
| Public Relations and Fund Raising       | 129,942                     | -                      | 37,468                                  | 37,468           |
| Insurance                               | 19,882                      | -                      | 37,400                                  |                  |
| Telephone                               |                             | 1 707                  | -                                       | 19,882           |
| Rent Expense                            | 16,081                      | 1,787                  | -                                       | 17,868           |
|   | 9,000                       | 3,000                  | -                                       | 12,000           |
| Supplies  Employee Health Incomes       | 10,492                      | 1,166                  | -                                       | 11,658           |
| Employee Health Insurance               | 11,297                      | -                      | -                                       | 11,297           |
| Chapter and Board Meeting Expenses      | 7,780                       | 864                    | -                                       | 8,644            |
| Professional Fees                       | <del>-</del>                | 7,420                  | -                                       | 7,420            |
| Seminar Fees                            | 4,388                       | 1,098                  | -                                       | 5,486            |
| Stationery, Printing and Postage        | 3,910                       | -                      | -                                       | 3,910            |
| Registrations and Licenses              | -                           | 3,768                  | -                                       | 3,768            |
| Pension Plan Contribution               | 3,714                       | -                      | -                                       | 3,714            |
| Website and Computer Costs              | 2,625                       | 300                    | -                                       | 2,925            |
| Credit Card Fees                        | -                           | 2,650                  | -                                       | 2,650            |
| Bank Charges and Miscellaneous          | _                           | 2,435                  | _                                       | 2,435            |
| Depreciation                            | 1,094                       | 700                    | _                                       | 1,794            |
| Payroll Processing                      | -                           | 1,485                  | _                                       | 1,485            |
| Administrative and Office Expenses      | 939                         | 105                    | _                                       | 1,044            |
| Totals                                  | \$725,171                   | \$ 26,778              | \$ 335,751                              | \$1,087,700      |
|   | 0 , 2 , 1                   | ÷ =0,770               | , ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | T = 1,00,1,00    |

# STATEMENTS OF CASH FLOWS

# FOR THE YEARS ENDED DECEMBER 31, 2006 AND 2005

|  | 2006         | 2005       |
|--|--------------|------------|
| <u>Cash Flows from Operating Activities:</u> (Decrease) Increase in Net Assets | \$ (268,555) | \$ 10,356  |
| Adjustments to Reconcile (Decrease) Increase in Net Assets to                  |              |            |
| Net Cash (Used) in/Provided by Operating Activities -                          |              |            |
| Depreciation   | 1,150        | 1,794      |
| Realized and Unrealized (Gains) Loss on Investments                            | (2,870)      | 963        |
| Decrease in Receivables  | -            | 16,080     |
| Decrease (Increase) in Prepaid Expenses  | 11,248       | (16,248)   |
| Increase in Accounts Payable   | 15,344       | 10,241     |
| Increase in Deferred Revenue   | 11,900       | 3,600      |
| Net Cash (Used) in/Provided by Operating Activities                            | (231,783)    | 26,786     |
|  |              |            |
| Cash Flows from Investing Activities:  | (202 = 24)   | (4.704)    |
| Purchase of Investments  | (303,734)    | (1,501)    |
| Sales of Investments   | 140,343      |            |
| Net Cash (Used) in Investing Activities  | (163,391)    | (1,501)    |
| Net (Decrease) Increase in Cash and Cash Equivalents                           | (395,174)    | 25,285     |
| Cash and Cash Equivalents at Beginning of Year                                 | 523,223      | 497,938    |
| Cash and Cash Equivalents at End of Year                                       | \$ 128,049   | \$ 523,223 |
|  |              |            |
| Cash and Cash Equivalents at End of Year:                                      | Φ 00.244     | Φ 20 5 522 |
| Cash in Checking Accounts  | \$ 80,344    | \$ 306,622 |
| Cash in Money Market Accounts  | 47,705       | 216,601    |
| Total  | \$ 128,049   | \$ 523,223 |
| Cumplementary Information.   |              |            |
| Supplementary Information: Interest Paid on a Cash Basis                       | Φ 0          | Φ 0        |
|  | \$ 0         | \$ 0       |
| Income Taxes Paid on a Cash Basis  | \$ 0         | \$ 0       |

(A Non-Profit Corporation)

#### NOTES TO FINANCIAL STATEMENTS

### **DECEMBER 31, 2006 AND 2005**

# Note 1 - <u>Summary of Significant Accounting Principles and Policies</u>:

This summary of the significant accounting principles and policies of The Marty Lyons Foundation, Inc. is presented to assist in evaluating the corporation's financial statements included in this report. These principles and policies conform to accounting principles generally accepted in the United States of America. The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires that management make estimates and assumptions which impact the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates and assumptions. A summary of the accounting principles and policies followed by The Marty Lyons Foundation, Inc. is as follows:

- Classification of an organization's net assets and its support, revenue and expenses is based on the existence or absence of donor-imposed restrictions. It requires that the amounts for each of three classes of net assets permanently restricted, temporarily restricted, and unrestricted be displayed in a statement of financial position and that the amounts of change in each of those classes of net assets be displayed in a statement of activities.
- All contributions received by the organization are recorded as unrestricted support because they are received without donor stipulations that would limit the use of the donated assets.
- Assets, liabilities, revenue and expenses are recognized on the accrual basis.
- For the purpose of the statements of financial position and cash flows, cash and cash equivalents includes cash deposited with banks and short-term highly liquid investments generally with original maturities of three months or less. These cash, cash equivalents and short-term investments approximate fair value because of the short maturities of these instruments.
- Investments are stated at market value which are determined at quoted market prices.
- Equipment is recorded at cost or, if donated, at fair market value and is depreciated on a straight-line basis over the estimated life of the respective asset.

(A Non-Profit Corporation)

### NOTES TO FINANCIAL STATEMENTS (CONTINUED)

### **DECEMBER 31, 2006 AND 2005**

### **Note 1 - Summary of Significant Accounting Principles and Policies (continued):**

- The organization adopted FAS No. 124, "Accounting for Certain Investments Held by Not-For-Profit Organization," in 1997. Under FAS No. 124, investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the statement of activities.
- Cash and cash equivalents include cash in checking and money market accounts.
- The carrying amounts of cash, receivables, accounts payable and accrued expenses approximate fair value because of the short-term nature of the items. The fair value of marketable securities is determined by quoted market prices.

### **Note 2 - Formation, Tax Exempt Status:**

The Marty Lyons Foundation, Inc. was incorporated on October 28, 1982 in New York State as a Not-for-Profit corporation. The purposes for which the corporation was formed was to raise funds to be used to fulfill the wishes of children with either chronic life-threatening illnesses or terminally ill children between the ages of three and seventeen. The Marty Lyons Foundation, Inc. provides activities that include trips and meetings with celebrities and sports figures. The corporation's support and revenue is generated through contributions, gifts, grants and special fund raising events and activities. The corporation received federal tax exempt 501(c)(3) status from the Internal Revenue Service on April 27, 1984. Donors may deduct contributions to the corporation as provided in Section 170 of the Internal Revenue Code. Bequests, legacies, devises, transfers, or gifts to the corporation can be deductible for Federal estate and gift tax purposes.

The Marty Lyons Foundation, Inc. is currently registered to solicit funds in New York, Florida, Georgia, Massachusetts, Maryland, New Jersey, South Carolina, Connecticut and Texas.

(A Non-Profit Corporation)

# NOTES TO FINANCIAL STATEMENTS (CONTINUED)

# **DECEMBER 31, 2006 AND 2005**

# **Note 3 - Cash and Cash Equivalents:**

Cash and cash equivalents consists of the following accounts:

|   | 2006                             | 2005                              |
|---|----------------------------------|-----------------------------------|
| Cash in Checking Accounts Cash in Money Market Accounts Total | \$ 80,344<br>47,705<br>\$128,049 | \$306,622<br>216,601<br>\$523,223 |

# Note 4 - <u>Investments</u>:

Investments at December 31, 2006 consist of the following:

| Description of Investment            | Carrying Value       | Market<br>Value     | Unrealized<br>Gain (Loss) |
|--------------------------------------|----------------------|---------------------|---------------------------|
| Mutual Funds Certificates of Deposit | \$141,647<br>100,000 | \$143,451<br>99,812 | \$ 1,804<br>(188)         |
| Total                                | \$241,647            | \$243,263           | \$ 1,616                  |

At December 31, 2006, the aggregate market value of investments was greater than their aggregate carrying value by \$1,616. The Statement of Activities provides for an increase in unrestricted net assets for an unrealized gain on investments of \$1,616 and realized gain on investments of \$1,254.

Investments at December 31, 2005 consist of the following:

| Description of Investment | Carrying Value | Market<br>Value | Unrealized (Loss) |
|---------------------------|----------------|-----------------|-------------------|
| Mutual Funds              | \$ 77,965      | \$ 77,002       | \$ (963)          |

(A Non-Profit Corporation)

#### NOTES TO FINANCIAL STATEMENTS (CONTINUED)

### **DECEMBER 31, 2006 AND 2005**

### **Note 4 - Investments (continued):**

At December 31, 2005, the aggregate market value of investments was less than their aggregate carrying value by \$(963). The Statement of Activities provides for a (decrease) in unrestricted net assets for unrealized (loss) on investments of \$(963).

### **Note 5 - Program Activities:**

During 2006 and 2005, The Marty Lyons Foundation, Inc. provided approximately 223 and 205 children, respectively, who have terminal or life-threatening illnesses, the fulfillment of a "special wish". The "special wishes" included meeting a celebrity, educational and entertainment items, shopping sprees, special gifts, and trips to recreational sites and specific points of interest. The child's family is provided with airline tickets, hotel accommodations and travel expense allowance on trips outside of the area in which they reside. Applications for "special wishes" are reviewed by the Chapter's Board and Medical Advisor on a monthly basis. Reports on these wishes are then made quarterly to the Foundation's Board of Directors. Applications are accepted only for children between three and seventeen years of age who have a terminal or life-threatening illness. Children must also reside, or be receiving medical treatment, within the Foundation Chapter's designated geographic locations.

### **Note 6 - Unrestricted Contributions:**

All contributions received by The Marty Lyons Foundation, Inc. have been recorded as unrestricted contributions. There were no donor stipulations that limit the use of the donated assets.

### Note 7 - Special Fund Raising Events and Activities:

During 2006 and 2005, The Marty Lyons Foundation, Inc. had various fund raising events. The net proceeds from these events are to be used in achieving The Marty Lyons Foundation, Inc.'s commitment to its present and future recipients.

# NOTES TO FINANCIAL STATEMENTS (CONTINUED)

# **DECEMBER 31, 2006 AND 2005**

# Note 7 - Special Fund Raising Events and Activities (continued):

The major fund raising events in 2006 were as follows:

| Revenue   | Expenses  | Net   |
|-----------|---|---|
|           |   |   |
| \$ 75,700 | \$ 29,961   | \$ 45,739   |
| 11,522    | 3,145   | 8,377   |
| 79,406    | 36,533  | 42,873  |
| 305,176   | 162,000   | 143,176   |
| 58,880    | 35,018  | 23,862  |
| 27,420    | 8,475   | 18,945  |
| 23,825    | 10,442  | 13,383  |
| 9,950     | 3,885   | 6,065   |
| 24,206    | 8,537   | 15,669  |
| 14,500    | 6,283   | 8,217   |
| 25,925    | 28,818  | (2,893)   |
| \$656,510 | \$ 333,097  | \$323,413   |
|           | \$ 75,700<br>11,522<br>79,406<br>305,176<br>58,880<br>27,420<br>23,825<br>9,950<br>24,206<br>14,500<br>25,925 | \$ 75,700 \$ 29,961<br>11,522 3,145<br>79,406 36,533<br>305,176 162,000<br>58,880 35,018<br>27,420 8,475<br>23,825 10,442<br>9,950 3,885<br>24,206 8,537<br>14,500 6,283<br>25,925 28,818 |

The major fund raising events in 2005 were as follows:

| Fund Raising Event                                  | Revenue   | Expenses   | Net       |
|---|-----------|------------|-----------|
| Nassau Golf Outing                                  | \$ 56,274 | \$ 14,744  | \$ 41,530 |
| Long Island Golf Outing                             | 49,565    | 25,522     | 24,043    |
| 60's Dance  | 7,237     | 3,340      | 3,897     |
| U.S. Secret Service Big Apple Classic               | 67,555    | 33,155     | 34,400    |
| Celebrity Golf Classic                              | 331,555   | 155,015    | 176,540   |
| Institutional Investor Awards Dinner-Silent Auction | 15,185    | 8,164      | 7,021     |
| New England Beach Blast                             | 10,395    | 4,741      | 5,654     |
| Suffolk Bowling for Wishes                          | 11,294    | 2,009      | 9,285     |
| Celebrity Weekend for Kids                          | 14,185    | 477        | 13,708    |
| Hedge Fund Awards Dinner-Silent Auction             | 10,970    | 5,388      | 5,582     |
| South Carolina Golf Classic                         | 19,810    | 10,014     | 9,796     |
| Nassau Bowling for Wishes                           | 14,113    | 7,673      | 6,440     |
| Norwalk Golf Classic                                | 7,990     | 7,933      | 57        |
| Holiday Party                                       | 140,106   | 20,108     | 119,998   |
| Totals  | \$756,234 | \$ 298,283 | \$457,951 |

(A Non-Profit Corporation)

# NOTES TO FINANCIAL STATEMENTS (CONCLUDED)

### **DECEMBER 31, 2006 AND 2005**

### **Note 8 - Rent Expense:**

The Marty Lyons Foundation, Inc. is currently leasing office space on a month-to-month basis at \$1,000 per month.

### **Note 9 - Non-Cash Contributions:**

Included in unrestricted contributions at December 31, 2006 and 2005 are non-cash contributions valued at \$3,960 and \$4,727, respectively.

### Note 10 - <u>Investment Risk</u>:

The Foundation had cash deposits with Bank of America in excess of the \$100,000 FDIC insurance coverage.

The Securities Investor Protection Corporation (SIPC) provides up to \$500,000 of insurance coverage for the Foundation's securities with UBS Financial Services (\$100,000 cash; \$400,000 securities).

# **Note 11 - Contributed Services:**

A portion of the Foundation's functions, including the fund raising events, is conducted by unpaid volunteer officers and committees. The value of the contributed time and expense is not reflected in the accompanying financial statements because it does not meet the recognition criteria of SFAS No. 116 and cannot be objectively measured or valued.

# SCHEDULE 1 **CELEBRITY GOLF CLASSIC** REVENUE AND EXPENSES

# FOR THE YEARS ENDED DECEMBER 31, 2006 AND 2005

|                                    | 2006       | 2005       |
|------------------------------------|------------|------------|
| Total Revenue                      | \$ 305,176 | \$ 331,555 |
| Expenses:                          |            |            |
| Golf Course Fee and Food           | 124,310    | 126,757    |
| Golf Windbreakers, Bags and Favors | 29,572     | 13,665     |
| Printing and Supplies              | 3,995      | 7,506      |
| Raffle Items                       | 3,284      | 6,495      |
| Other Expenses                     | 839        | 592        |
| Total Expenses                     | 162,000    | 155,015    |
| Excess of Revenue over Expenses    | \$ 143,176 | \$ 176,540 |